# How Do I Get Started?

# 12 STEPS *to financial freedom*

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and the Rich Dad series of books

# WHAT'S INSIDE

Inside this workbook, you'll find 12 steps that will help you increase your financial IQ and assist you on your journey to financial freedom.

Remember that you're never alone on your journey. The world-wide Rich Dad community is filled with like-minded individuals who are determined to take control of their financial future and willing to share their experiences and lessons.

All of us at The Rich Dad Company are committed to your success and will continue to deliver information, resources and tools to support you.

Robert T. Kiyosaki

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# RICH DAD'S GAME OF MONEY

## When Will You Win the Game of Money and Start Playing the Game of Life?

*Play, learn, teach and grow rich.*

When Rich Dad first showed Robert the four quarters of the Game of Money he was just starting the first quarter.

Research shows that American's biggest fear is running out of money…and never even being able to 'retire.' Millions of people today are working hard - but losing the game.

One reason they are losing the game is because many people are simply avoiding the game.

And if they are in the game, investing their retirement plans, many are not achieving high returns because they are diversified in one asset class, primarily paper assets, which means they lack the synergies between asset classes. Added to that, too many people turn their hard-earned money over to the government in the form of excessive taxes or to total strangers who pay themselves first, and may or may not return their money to them when they need it.

Are you buried in credit card debt? Staying awake nights worried about how you'll pay all of your bills? Tired of living paycheck to paycheck? What quarter of the Game of Money are you in? What can you do - starting today - to win the game and start living?

**RICH DAD'S GAME OF MONEY**

*Pre-Game: Warm-Up*
First Quarter: Ages 25-35
Second Quarter: Ages 35-45
-HALFTIME-
Third Quarter: Ages 45-55
Fourth Quarter: Ages 55-65
*Overtime: Ages 65-70*

**The Best Part of Playing the Game…**
One bit of wisdom gained from playing the game rather than playing it safe... The best part about playing the game of money, regardless of whether you're winning or losing, is that you get better at the game. Your scores will improve! Unfortunately, too many people will ultimately lose the Game of Money simply because they have spent their lives avoiding losing. Instead of playing the game to win, too many people have played the game of playing not to lose.

As you decide to take control over your money and invest it yourself, rather than turning it over to strangers, these are important points about the game:

- Losing is part of winning
- The more you play the better you get
- The better you get the better your team gets
- The better your team gets the more you enjoy the game
- The more you enjoy the game, the better your chances for improving your score

Rich dad said, "The Game of Money is not really about money. It is about how well you play the game."

# STEP #1: CONTROL YOUR THOUGHTS

## Your Life is a Reflection of Your Thoughts

*We all know that thoughts are creative. To control your thoughts, simply control what you say.*

Don't say what you don't want to think.

Positive thoughts bring about positive results. Don't say you can't… because you can.

My poor dad would always say, "I can't afford it!" My rich dad, on the other hand, forbade me from saying, "I can't afford it!" and challenged me to ask instead, "How can I afford it?" The word "can't" closes your mind, while the phrase "How can I?" opens your mind.

Keep an empty jar in your home and every time someone says "I can't afford it" they put a dollar in the jar.

### What You Think Is What You Get!

My two dads' very different views on money taught me that "what you think is what you get!"

| What My Poor Dad Said | What My Rich Dad Said |
|---|---|
| I can't afford it. | How can I afford it? |
| The love of money is the root of all evil. | The lack of money is the root of all evil. |
| I'm not interested in money. | Money is power. |
| Pay myself last. | Paid myself first. |
| My house is an asset. | My house is a liability. |
| I work for my money. | My money works for me. |

# STEP #2: LEARN AND PLAY RICH DAD'S GAME

## Have Fun Learning and Increasing Your Financial IQ

*The more you play the game - the richer you become.*

Play Rich Dad's Game CASHFLOW® 101 over and over. It will change the way you think. The games teach you to have money work for you so you don't have to work for money.

Today you need two professions: one for you and one for your money. My profession is writing; my money's profession is real estate and fast track investments.

Too often people just can't see great opportunities in front of them. Playing the game helps you to open your mind and the more you play the better you get. You will see your thoughts change.

Make an agreement with four friends who will play the game with you every month - or a few times every month. Write their names down and how many times you agree to play. Games reflect true behavior and you will learn a lot about your playing partners - and yourself.

### Our CASHFLOW® Group

Get your friends together and agree to play CASHFLOW® at leat once a month. Write down who's playing it and when you play, so you can keep track.

**Our Group**

______________________________

______________________________

______________________________

______________________________

**When & Where**

______________________________

______________________________

# STEP #3: TEACH OTHERS RICH DAD'S GAME

## Teach and Grow Rich: The More You Teach the More You Learn
*Accelerate your learning - teach the games!*

Teaching the CASHFLOW® games - in addition to playing often - is the Fast Track to learning.

Give and you shall receive… it's the law of reciprocity.

Make an agreement with yourself to teach the game to others. Agree to teach the games on a regular basis and see YOUR learning accelerate!

Volunteer to teach at schools, clubs, classes and groups.

### I'm Teaching CASHFLOW®!

Make an agreement with yourself to teach the game to your family, friends, and people in your community!

| Who I've Taught | How Many Times |
|---|---|
| ____________________ | __________ |
| ____________________ | __________ |
| ____________________ | __________ |
| ____________________ | __________ |
| ____________________ | __________ |
| ____________________ | __________ |
| ____________________ | __________ |
| ____________________ | __________ |
| ____________________ | __________ |

**To learn about CASHFLOW Clubs around the world, click here!**

# STEP #4: LOOK AT YOUR FRIENDS

## When You Look at Your Friends You Look in Your Mirror

*Tell me who your friends are... and I'll tell you where you're going.*

Who are the six people you spend the most time with? Make a list and next to each name write what quadrant of Rich Dad's CASHFLOW Quadrant they are in (Left side: E = Employee; S = Self-Employed or Specialist or Small Business Owner; Right Side: B = Big Business - 500+ employees; I = Investor). If they're Es… do they want to become Bs and Is? Do they - like you - want to have their money work for them?

You can tell a lot about a person from the friends they have. The same is true for a partner or spouse. It's important to grow and learn together.

**When the character of a man is not clear to you, look at his friends.**

*- Japanese Proverb*

### Who Are My Friends?

Write down the names of the 6 people you spend the most time with. Circle their quadrant (or quadrants).

| My Friend's Name | E, S, B or I |
|---|---|
| ______________________ | E B S I |
| ______________________ | E B S I |
| ______________________ | E B S I |
| ______________________ | E B S I |
| ______________________ | E B S I |
| ______________________ | E B S I |

**There are three kinds of investors:**

1. Those who do nothing
2. Those who turn their money over to 'experts' - and pray
3. Those who want higher returns and are willing to learn about investing so they can do it themselves

Make an agreement with your friends who want to move to the right side of the Quadrant: play the games together. If they don't want to do that, find new friends.

# STEP #5: KEEP ACCURATE RECORDS

### Accuracy Increases Truth - Truth Increases Wealth
*The numbers tell the story.*

To be successful you need good records. At a minimum, that means a bookkeeper.

As your team expands it should include an accountant and an attorney. If you have accurate records, it is easier to get rich...

## My Team of Advisors

Write down the names of your advisors, and what skill or expertise they contribute to your team.

# STEP #6: UNDERSTANDING THE ASSET CLASSES

## The Wealthiest People Know How to Acquire Assets in all Three Classes

There are three asset classes:
  Businesses
  Real Estate
  Paper Assets

Business is the best asset of all. The richest people in the world own businesses.

Real estate investment has great tax advantages - and your banker will lend you money to buy real estate. And the tax code offers great tax incentives for businesses and real estate investors.

Paper assets are the easiest to get into, but carry the highest risk.

The best plan is one that has investments in all asset classes. The richest people have investments in all three asset classes. The least successful investors focus on only one asset class. Even two of the three is better than only one.

For example: McDonald's…

1 is a **business**

2 is the largest **real estate** company in the world

3 is a publicly-traded company that sells shares in the **stock market**

# STEP #7: FIND YOUR PASSION - AND **HAVE FUN!**

## Getting Rich is a Fun Game

*It's easier to have fun if you are passionate about the game.*

What are you good at?
And what are you passionate about?

You will find greater successes if you play to your strengths. Think about what you enjoy most and how those skills and talents can support your dream of financial freedom.

Most important: Have fun!

**What I Enjoy Most:**

1 ______________________

2 ______________________

3 ______________________

4 ______________________

5 ______________________

**My Top 5 Strengths:**

1 ______________________

2 ______________________

3 ______________________

4 ______________________

5 ______________________

# STEP #8: NEVER STOP LEARNING

## Learning is Life

*To improve your life: Keep learning!*

The world is changing - fast. And the only way to keep pace is to never stop learning. Keep educating yourself and insist that your team does, too.

There are many sources of information and the Rich Dad website is a good first step - you can visit it at www.richdad.com. Join our on-line community and receive Rich Dad's Community News - every month… for free. The Rich Dad website offers a wealth of information about types of income, financial statements and vocabulary - as well as articles, resources and tools for your journey to financial freedom.

Rich Dad's INSIDERS was created for those who are commited to winning the Game of Money and getting out of the Rat Race quickly. INSIDERS enjoy exclusive features and benefits - like Rich Dad TV, special events, offers and promotions, preferred pricing in the Rich Dad Store, INSIDERS Hot Line, INSIDERS Blog, INSIDERS-only discussion forums - and more.

The Rich Dad series of books, the series of Rich Dad's Advisors books and the soon-to-be-released series of Rich Dad's ABC's… offer points of view that will shift your context and the way you think about money and opportunities AND the how-to, hands-on information to support you and your team.

Read books, attend seminars and surround yourself with friends and partners who share your commitment to lifelong learning.

# STEP #9: LOOK AT DEALS

## It Doesn’t Cost You Anything to Go Shopping!

*You can go to the mall and shop for free - the same is true with investments.*

Start looking at deals! And not just a few - hundreds of them! Look at 100 real estate deals. And 100 companies you could invest in. Train your mind to see opportunities that your eyes don't see.

**Business Deals**
Call a business broker and ask for information on a business that is for sale.

**Real Estate Deals**
Call a real estate broker and ask for proformas on a real estate property that's on the market.

**Paper Asset Deals**
Call a stock broker and ask for a financial report from a public company.

# STEP #10: START A WEALTH LIBRARY

## Words Are Your Brain's Window to Wealth

*Build your weath library - build your financial IQ - build your wealth.*

Every time you hear a word you don't know - look it up! Then use it. Every type of investment has a vocabulary that you need to master. And starting a Wealth Library is a good beginning. Your Rich Dad books and tapes are a part of it. Here are a few other books, games and programs that I suggest to help you learn the language of investing:

- *Barron's Finance & Investment Handbook*
- *Barron's Dictionary of Finance and Investment Terms*
- *Barron's Dictionary of Accounting Terms*
- *Adams Complete Finance and Investment Dictionary*
- Rich Dad's You Can Choose to be Rich
- Six Steps to Becoming a Successful Real Estate Investor
- Rich Dad's Game, CASHFLOW 101
- CASHFLOW 202

# STEP #11: ATTEND SEMINARS

## Your Mind is Like a Parachute: It Works Best When It's Open

*Attend one seminar or course each year to open your mind - and keep it open!*

Education is a lifelong process and attending seminars is both educational and energizing. Your goals should include attending seminars that help build your financial IQ as well as those on personal development. If you have a partner or spouse, it's important to learn and grow together.

Set your goal: one financial seminar or course each year - and one that focuses on personal development. In addition to the learning experience of a seminar, you'll meet new people who will stimulate your thinking.

# STEP #12: KEEP SCORE

## See Life as a Game

*Have fun, play to win, play fair - and keep score.*

It doesn't matter if you're just starting the First Quarter or ending the Third, you have got to keep score at the end of every Quarter. Were you voted 'Most Likely to Succeed' in high school? What plan did you follow for your financial success - one to be poor, middle class or one to be rich?

What were your childhood experiences with money? Write them down. What can you learn from them?

It's important to know your goals and to keep score so you know how you're doing. As they say: 'Out of sight…out of mind.' Your future is determined today - not tomorrow.

I might not always be happy with the return I'm getting on my assets, but I know what they are. Keeping score is a way of measuring and goals need to be measurable. And I remain cautious, even though I am financially ahead today, because I know the score of the game can change at any time. I may be winning today, but tomorrow the game can take it all away. Many professional athletes - and lottery winners - are examples of how rapidly a 'winning score' can turn around.

### My Scorecard

My scores in the Game of Money:

| Quarter | Goal | Score |
|---|---|---|
| ________ | ________ | _____ |
| ________ | ________ | _____ |
| **Halftime** | | |
| ________ | ________ | _____ |
| ________ | ________ | _____ |

Overtime ______________________________

**Keep Score... on Everything - Every Month**

Played CASHFLOW _______ this month
Taught CASHFLOW _______ this month
to _______ people
Books read _______ this month
Sessions at the gym _______ this month
Properties looked at _______ this month

# RICH DAD'S RESOURCES

## TIRED OF THE SAME OLD FINANCIAL ADVICE?

Tired of hearing…"work hard, live frugally, cut up your credit cards, and get out of debt?"

**READY TO HEAR WHY AND HOW THE RICH ARE GETTING RICHER?**

The Rich Dad book series explains WHY and HOW in easy-to-understand terms so you can focus on and understand the keys to creating wealth and investment strategies of the rich. Each book will convey messages of hope and empowerment, enabling you to take control of your financial future.

**CLICK HERE!**

"Never before has a single author or series of books – like Rich Dad – so dominated the best sellers lists. It's a feat unprecedented in the publishing arena."
- Larry Kirshbaum, Chairman Time Warner Book Group

**The New York Times**

writes:

"Move over, Monopoly®... A new board game that aims to teach people how to get rich is gaining fans the world over!"

**CLICK HERE!**

## WHY PLAY GAMES?

Games are a powerful learning tool because they enable people to experience 'hands-on' learning. As a true reflection of behavior, games are a window to our attitudes, our abilities to see opportunities, and assess risk and rewards.

Each of the CASHFLOW® games creates a forum in which to evaluate life decisions regarding money and finances and immediately see the results of your decisions.

# RICH DAD'S INSIDERS GET MORE!

As an exclusive Rich Dad INSIDERS member, you will have access to all the features and benefits of Rich Dad Free Community membership - plus many added benefits:

- Access Rich Dad TV - 24/7! Watch, listen, and learn from Robert and Rich Dad' business team through Rich Dad TV
- INSIDERS Blog
- Exclusive invitations to Rich Dad events
- Advance copy of Rich Dad's Community News - every month
- Special INSIDERS Only Forum Discussion Topics
- Access to INSIDERS exclusive section, where you can obtain up to date CASHFLOW game information and play with others online
- Analyze your cashflow pattern with the Online Financial Statement
- Analyze a Real Estate Investment with the online Real Estate Evaluation Tool
- INSIDERS Hot Line
- Preferred pricing in Rich Dad's store - 10% off every product, every day

**CLICK HERE TO LEARN MORE ABOUT RICH DAD'S INSIDERS!**